

Message Text

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PAGE 01 KHARTO 00134 221130Z

44

ACTION AF-18

INFO OCT-01 ISO-00 XMB-07 DOTE-00 AID-20 CIAE-00 COME-00

EB-11 FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12

SPC-03 CIEP-02 LAB-06 SIL-01 OMB-01 DRC-01 EUR-25

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R 221103Z JAN 74

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 7608

LIMITED OFFICIAL USE KHARTOUM 0134

E.O. 11652: N/A

TAGS: BFOL, SU

SUBJ: GE LOCOMOTIVES SALES TO SUDAN RAILWAYS

REF: (A) KHARTOUM 2787; (B) STATE 249030; (C) STATE 248217

1. GENERAL ELECTRIC (GE) REP, J.F. NEVIN, HAS BEEN SHUTTling BETWEEN KHARTOUM AND ASMARA FOR PAST WEEK IN EFFORT WRAP UP SALE OF GE MAINLINE LOCOMOTIVES TMSUDAN RAIGJAYS K 4LM NEVIN REPORTS THAT, IN TERMS COMBINATION PRICE AND QUALITY, GE REMAINS FAR AHEAD OF COMPETITORS IN EYES SR, BUT GE STILL FACED WITH WHAT IS APPARENTLY MAJOR DIFFICULTY OF HAVING FINANCING ON ONLY TWENTY LOCOMOTIVES WHILE SR AND GOS STILL SEEKING 40 (AS WELL AS SOME 20 SHUNTING ENGINES). GE IS SEEKING FURTHER FINANCING THROUGH SOURCES OTHER THAN EXIM BUT SO FAR WITHOUT SUCCESS. THIS SITUATION CONTINUES GIVE OPPORTUNITY TO HENSHEL (WEST GERMANY) WHICH MAY BE SUCCESSFUL IN PERSUADING FRG ALLOCATE ADDITIONAL PORTION ITS LONG TERM CREDITS (ALREADY OFFERED TO SUDAN) TO LOCOMOTIVE PURCHASES. (AS REPORTED PREVIOUSLY FRG HAS ALREADY AGREED EXTEND LONG TERM CONCESSIONAL CREDITS FOR 10 MAINLINE AND PERHAPS AS MANY AS 20 SHUNTERS.)

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PAGE 02 KHARTO 00134 221130Z

2. NEVIN STATES SR HAS RAISED POSSIBILITY OF MAKING FURTHER APPROACH TO EXIM FOR ADDITIONAL CREDITS, COMPLETE WITH FULL JUSTIFICATION OF NEED. WHILE ACKNOWLEDGING THAT EITHER GE OR SR, OF COURSE, FREE SUBMIT SUCH APPLICATION, AMBASSADOR IN CONVERSATION JAN. 19 WITH NEVIN OPINED ANY SUCH EFFORT UNLIKELY SUCCEEJRN EXIM HAVING MADE MAJOR EFFORT IN AGREEING FINANCE INITIAL TWENTY. HE SUGGESTED NEVIN NOT UNDUELY ENCOURAGE SR IN PARTICULAR, OR GOS IN GENERAL, TO EXPECT MORE HELP FROM EXIM ON THIS TRANSACTION.

3. COMMENT: SUBSEQUENT TO MEETING WITH AMBASSADOR, NEVIN

CALLED ON MINTRANSPORT ABBADI WHO FORTUNATELY APPEARS TO HAVE ACCEPTED AMBASSADOR'S EARLIER SUGGESTION (REF A) THAT 20 LOCOMOTIVES WAS PROBABLY LIMIT FOR EXIM AND

THUS UNLIKELY APPROACH US RE ADDITIONAL EXIM HELP. AS APPROPRIATE WE SHALL CONTINUE DO WHAT WE CAN DISCOURAGE ANY FURTHER APPEAL TO EXIM.

BREWER

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Message Attributes

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Disposition Reason:
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